

Local Agency Bridge Bundle Pilot Project Virtual DBE Open House & Matchmaking Sessions

Date: Friday, October 23, 2020

Time: Open House (1:00pm – 2:20pm)

Matchmaking Sessions (2:30pm – 5:00pm)

Location: Virtual (Zoom) - Zoom (links will be provided to participants via email once the preregistration process has closed and scheduled meetings have been identified and confirmed)

1:00-2:20 P.M. Open House Agenda – Single ZOOM Meeting

- 1. Welcome & Introductions
- 2. Project Overview & Background
- 3. Project Goals & Objectives
- 4. MDOT OBD Overview
- 5. Project Scope & Schedule
- 6. Project Organizational Chart Roles & Responsibilities
- 7. Project DBE Opportunities
- 8. Procurement Process & Requirements
- 9. Contact Information
- 10. 15-20 Minute Question/Answer (Facilitated in ZOOM)
- 11. ZOOM Matchmaking Session Info

ADJOURN TO PRE-SCHEDULED ZOOM MATCHMAKING SESSIONS FOR PRE-REGISTERED ATTENDEES SCHEDULED TO RUN FROM 2:30-5:00PM

THE EVENT IS CONCLUDED ONCE THE MATCHMAKING SESSIONS ARE COMPLETED



Bridge Bundle Pilot Project DBE Open House & Matchmaking Session Shortlisted Submitters – Contact List Friday, October 23, 2020

Company	First Name	<u>Last Name</u>	Project Role	<u>Email</u>	<u>Phone</u>
CA Hull Co., Inc./ AnLaan Corp	Shawn	Horejsi	DBE Event Contact	shorejsi@cahull.com	248-891-1781
Davis Construction/ Z Contractors	Dana	Youmans	Engineering Coordinator	dyoumans@z-contractors.com	586-625-8899 x 102
Hardman Construction/ Millbocker & Sons, Inc.	Heidi	Anderson	Civil Rights Manager	heidi@hardmanconstruction.com	231-288-0138
Kiewit Infrastructure Co.	Mike	McLaren	Project Manager	michael.mclaren@kiewit.com	773-332-7380
Toebe Construction	Carrie	Sinclair	Support	csinclair@toebe-construction.com	810-923-5099

Our Vision: To be well-regarded as spanning and connecting lives, safely and efficiently

Our Mission: The Bureau of Bridges and Structures is devoted to the efficient and innovative design, construction, and active preservation of transportation structural assets, inspired by safety, resiliency, and mobility.

 $\textit{Our Values: Proficiency} \leftrightarrow \textit{Supportive} \leftrightarrow \textit{Accountable} \leftrightarrow \textit{Agile} \leftrightarrow \textit{Considerate}$



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Design-Builder	Construction Code	Н	Landscaping	
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Design-Builder	Construction Code	N6	Permanent Signs	
Design-Builder	Construction Code	N7	Waterproofing	
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		PROFESSIONAL & TI	ECHNICAL SERVICES FOR MDOT CEI PMC
		CONSTRUCTION SE	RVICES FOR DESIGN-BUILDER
		SUPPLY/OTHER SER	VICES FOR DESIGN-BUILDER
		POTENTIAL OPPORTU	INITY OF FOCUS
BE Opportunity Type	MDOT Code Type	MDOT Code	MDOT Code Description
Design-Builder	Consultant Code	ENA	Environmental: Noise Assessment
Design-Builder	Consultant Code	EWA	Environmental: Wetland Assessment
MDOT CEI PMC	Consultant Code	HMAA	Construction Testing: HMA Assistance
MDOT CEI PMC	Consultant Code	HMAP	Construction Testing: HMA
Design-Builder	Consultant Code	MOT	Design-Traffic:WorkZone Maint of Traffic
Design-Builder	Consultant Code	NFSP	Design - Traffic: Signing - Non-Freeway
Owner	Consultant Code	PHOC	Photogrammetric Control Surveys
Design-Builder	Consultant Code	SCS	Surveying: Construction Staking
Owner	Consultant Code	SGCL	Surveying: Geodetic Control and Leveling
Design-Builder	Consultant Code	SH	Surveying: Hydraulics
Design-Builder	Consultant Code	SRD	Surveying: Road Design
Design-Builder	Consultant Code	SROW	Surveying: Right of Way
Design-Builder	Consultant Code	SS	Surveying: Structure
Design-Builder	Consultant Code	SUE	Design-Utilities: Subsurface Utility Eng
Design-Builder	Consultant Code	TSOC	Design-Traffic:Signal Operations-Complex
Design-Builder	Consultant Code	WZMS	Design-Traffic:WorkZone Mobility&Safety
Owner	Other	QB1	Media/Marketing Pub Relation & Advertise
Owner	Other	QB4	Media/Marketing Video Service
Design-Builder	Other	RC	Road Construction Cleanup
Design-Builder	Other	RD	Temporary Traffic Control (Devices)
Design-Builder	Other	RF	Traffic Regulator (Flagging)
Design-Builder	Other	RJ	Trucking heavy construction materials
Design-Builder	Other	RL	Passenger transportation services
Design-Builder	Supply Code	TA	Geotextile Fabrics Supplier
Design-Builder	Supply Code	TB	Asphalt & Petroleum Products Supplier
Design-Builder	Supply Code	TD	Construction Wood Products Supplier
Design-Builder	Supply Code	TE	Const Epoxy/Sealants/Coatings Supplier
Design-Builder	Supply Code	TF2	Concrete Additives & Treatments Supplier
Design-Builder	Supply Code	TG	Electrical Materials Supplier
Design-Builder	Supply Code	TH	Fence Supplier
Design-Builder	Supply Code	TI	Aggregates Supplier
Design-Builder	Supply Code	TJ	Guard Rail & Related Products Supplier
Design-Builder	Supply Code	TK	Hardware, Tools & Equipment Leasing
Design-Builder	Supply Code	TM	Lndscp Prod/Nursery Stk/Eros Ctrl/etc.
Design-Builder	Supply Code	TP 	Paint, Tape & Other Marking Materials
Design-Builder	Supply Code	TR	Plastic & Foam Const Products Supplier
Design-Builder Design-Builder	Supply Code Supply Code	TS TW	Road Signs, Markers, Barricades Supplier Steel Products Supplier
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Matchmaking Tips for Shortlisted Submitters & DBEs

Feel free to use this document to help prepare for your matchmaking session. You can create various types of materials and documents that will help you to gather information and communicate your interests. Below are a few quick tips!

- Update your company website
- Provide the contact person for your firm
- Create a clear, concise and compelling message about the value of your company
- Develop a one-page electronic summary in a readable format (include brief description of company, your company's capabilities, prequalified categories, project experience, availability, staffing, contact person, etc.)
- Have the latest information about the pilot project (recent Notices to Shortlisted Submitters, etc.) to refer to
- Ensure that you have the proper hardware and software to successfully connect and make the best use of your time – Review the email invitation to your matchmaking session for important information regarding accessing and participating successfully
- Please remember that the session is planned for 10-15 minutes. The
 parties in the conversation are encouraged to use this time to exchange
 information regarding the pilot project to their mutual advantage. This is
 not intended to be the only opportunity for engagement between the
 parties, but at least a start.

Sample questions are intended to help participants start discussing the project.



For Shortlisted Submitters:

- Review the questions below entitled 'General Questions for Shortlisted Submitters' to help prepare in advance of the session to make the best use of the time
- Shortlisted Submitters may request separate ZOOM meetings with prequalified consultant DBEs to meet with their consultant designer as part of the pre-registration process

For DBEs:

Check All Areas of Interest:

- □ Design Services for the Design
 Builder (Bridge Design, Road
 Design, Signing & Pavement
 Markings, Maintenance of
 Traffic, Traffic Signals,
 Landscaping Design, Municipal
 Utility Design and Geotechnical
 Investigations)
 □ Construction Engineering &
- Construction Engineering &
 Inspection (Materials Testing,
 Surveying, Office Tech,
 Concrete / HMA Paving
 Inspection, Bridge Inspection)
- □ Direct Construction
 Subcontractor Services
 (Trucking, Demolition, Bridge
 Construction, Road
 Construction, HMA Paving,
 Concrete Curb & Gutter,
 Grading & Drainage,
 Landscaping, Fencing, Signing,

☐ Public Involvement

☐ Material Supplier Services to Contractor

Pavement Marking, etc.)

Sample Discussion Questions

Introduction of the DBE Firm:

- Provide information about your firm and include the type of service(s) you provide
- 2. Are you a locally based firm?
- 3. How long have you been in business?
- 4. What is your firm size? (number of employees)



- 5. How many people in your firm have the relevant experience to provide the service(s) you selected?
- 6. Do you have the capacity and availability to provide the services you have selected?
- 7. Describe the value your firm can offer on this program.
- 8. Do you have the required bonding capacity to perform the work needed on this program?
- 9. Do you require special accommodations to perform work on this program?
- 10.Be prepared to provide a brief description on how you deliver quality deliverables to your client

DBE Firm Experience:

- 11. Have you worked on MDOT or local agency bridge projects before?
- 12. How can your firm add value on the project(s)? How can you differentiate your company from your peers?
- 13. Are you currently MDOT prequalified to provide the type of service(s) you have selected?
- 14. Have you provided similar services on other MDOT projects?
- 15.Do you have unique or similar experience(s) with other clients (city, county, state)?
- 16.Do you have any additional knowledge you can share about the project (potential obstacles or pitfalls)?
- 17.Do you have unique relationships that may add value or help to ensure the project(s) are successful?
- 18. How has your team adapted, functioned and succeeded in the current remote work environment?

General Questions for Shortlisted Submitters:

1. What type of services is the Shortlisted Submitter looking to outsource to DBE consultant/contractor firms? And what is the anticipated value of these services?



- 2. If the Shortlisted Submitter has the experience in a certain category, will they also look to engage a DBE consultant/contractor firms in that category?
- 3. What is the Shortlisted Submitter's program/project schedule? Does the Shortlisted Submitter foresee or anticipate any schedule delays?
- 4. How many DBE contracting opportunities do you foresee resulting from this program?
- 5. Can DBE consultants/contractors pursue multiple contracting opportunities?
- 6. Are there any specific supplies, software/hardware requirements or tools needed to perform the necessary work on these projects?
- 7. Will there be a project office? If so, where do you anticipate this office being located? Do you anticipate DBE firms working from this office?
- 8. Does the Shortlisted Submitter have a required communication process each team member needs to adhere to?
- 9. How will the Shortlisted Submitter adapt, communicate and function in the current remote work environment? Does the Shortlisted Submitter foresee any challenges? Is there a plan to address potential challenges?

Specific Questions on Teaming:

- 1. How has the Shortlisted Submitter positioned itself to win this contract?
- 2. What type of information does the Shortlisted Submitter need from DBE consultants/contractors selected to join your team?
- 3. How many DBE contracts do you foresee resulting from the projects?
- 4. What does the Shortlisted Submitter look for when selecting its DBE partners? What type of information does the Shortlisted Submitter use to make its selections?
- 5. Does the Shortlisted Submitter require any additional project needs or specific requirements from their DBE consultants/contractors?
- 6. Is the Shortlisted Submitter planning to utilize the MDOT mentor-protégé program as a part of the proposal?



- 7. Does the Shortlisted Submitter require specific software needs or knowledge, tools or resources from its DBE consultants/contractors?
- 8. Will the Shortlisted Submitter consider DBE consultants/contractors for key staff positions, support staff or both?
- 9. Can DBE consultants/contractors review and submit comments on the proposal prior to submittal?
- 10. How will the Shortlisted Submitter communicate with their DBE consultants/contractors?
- 11. Who is the Shortlisted Submitter's proposed project manager for this project?
- 12. What will be the estimated value(s) of sub consultant/contractor contracts (minimum and maximum)?
- 13. Does the Shortlisted Submitter have a contact person assigned to address DBE consultant/contractor questions?
- 14. How many DBEs firms is the Shortlisted Submitter looking select for these projects?
- 15. Can DBE firms be on multiple teams?
- 16. Can DBE firms serve in the design and construction phase?
- 17. How will the Shortlisted Submitter engage the DBEs in the marketing pursuit process?
- 18. What is the Shortlisted Submitters schedule for preparing the proposal? Who is the marketing contact?
- 19. How and when will the Shortlisted Submitter contact DBE firms to inform of them of selection(s)?
- 20. How will the Shortlisted Submitter address and communicate schedule delays?
- 21. How will the Shortlisted Submitter adapt, communicate and function in the current remote work environment? Do you foresee any challenges? Is there a plan to address potential challenges?